



cielo

Earnings Release

4Q22



## Summary

Presentation .....	3
1. Highlights.....	4
2. Result by Business Unit.....	5
2.1. Net Operating Revenue .....	5
2.2. EBITDA.....	5
2.3. Consolidated Net Income.....	6
2.4. Liquidity and Indebtedness.....	7
3. Cielo Brasil.....	8
3.1. Highlights.....	8
3.2. Operational Performance.....	9
3.2.1 Financial volume (in R\$ million) .....	9
3.2.2 Active Client Base (thousands).....	9
3.2.3 Pre-payment Products .....	10
3.3. Financial Performance.....	11
3.3.1 Operating Income and Revenue Yield.....	11
3.3.2 Analysis of Costs and Expenses.....	11
3.3.3 EBITDA.....	13
3.3.4 Financial Result .....	13
3.3.5 Net Income.....	14
4. Cateno .....	15
4.1. Highlights.....	15
4.2. Financial volume (in R\$ million) .....	15
4.3. Financial Performance .....	15
4.3.1 Net Revenue .....	15
4.3.2 Analysis of Costs and Expenses.....	15
4.3.3 Financial Result .....	16
4.3.4 Net Income and Cash Earnings.....	16
5. Exhibits.....	17
5.1. 4Q22 Management Performance – COSIF Standard (Unaudited).....	17

## Presentation

This report presents the economic and financial situation of Cielo S.A. (B3: CIEL3 and OTC: CIOXY). Intended for market analysts, shareholders, investors, the press, and other stakeholders, this document provides analyses, indicators and information considered relevant for analyzing the performance of Cielo and its subsidiaries. It is released quarterly and presents the results of the fourth quarter of 2022. This document is not audited, and its reading does not replace the reading of the financial statements of the period and other documents filed with regulatory bodies.

The consolidated financial statements are presented in thousands of Brazilian reais (R\$ thousand), in accordance with the Chart of Accounts for Institutions of the National Financial System (COSIF) and accounting practices adopted in Brazil. **The tables and charts in this report show values in the R\$ million format**, except where otherwise indicated. Occasionally, accounting data may be supplemented by operational and/or managerial information (not audited).

Below are the different perspectives presented in this report:

- **Cielo Brasil:** Management presentation that represents the results of the companies Cielo, Stelo, Aliança, Servinet and FIDCs structured by the Company.
- **Cateno:** Management presentation that demonstrates the individual result of the subsidiary Cateno.
- **Cielo + Cateno:** Management presentation that consolidates the results of Cielo Brasil and Cateno.
- **Other Subsidiaries:** Management presentation that represents the results of Cielo's other subsidiaries, except for those in the Cielo Brasil and Cateno view.
- **Cielo Consolidated:** Presentation that consolidates the results of all the companies that make up the group, according to accounting practices adopted in Brazil.

For purposes of this report, references to consolidated net income always refer to the profit attributable to Cielo shareholders, except where otherwise indicated.

This report is available online, at Cielo's Investor Relations website, where you can find the financial statements as well as more information about the Company, its structure, business, and other information considered relevant to investors. The website is [ri.cielo.com.br](http://ri.cielo.com.br).

This report may include statements about future events that are subject to risks and uncertainties. Such statements are based on our Management's beliefs and assumptions made to the best of our knowledge and based on information currently available to us. Statements about future events may include information about our intentions, beliefs or current expectations, as well as those of the members of the Board of Directors and Officers of the Company.

Forward-looking statements and information also include information about possible or assumed future operating results, as well as statements that are preceded, followed by or include the words "believes", "may", "will", "continues", "expects", "anticipates", "intends", "plans", "estimates", or similar expressions.

Forward-looking statements and information are not guarantees of performance. They involve risks, uncertainties and assumptions because they refer to future events, and therefore depend on circumstances that may or may not occur. Future results and shareholder value creation may differ significantly from those expressed in or suggested by the forward-looking statements. Many of the factors that will determine these results and values are beyond Cielo's ability to control or predict.

This report may include non-accounting metrics. We draw attention to these metrics. They have been included because Management considers them to be relevant for understanding the business, but are not necessarily subject to the same preparation criteria as the financial statements.

The rates of change sums in the tables and charts are calculated before rounding.

## 1. Highlights

### **RECURRING RESULT REACHES R\$ 1.5 BILLION IN 2022. REGISTERING R\$ 490 MM IN THE QUARTER, A 63% YoY GROWTH.**

Consistency in profitability recovery: robust operating performance at Cielo Brasil and Cateno continues to leverage Recurring EBITDA margin, which reaches 40% in 4Q22.



#### **Recurring Results Follow Recovery Trajectory**

Recurring net income reaches R\$ 490 million in 4Q22 (R\$ 1,480 million in the year), registering a 63% growth over the result reported in 4Q21. This is the 6th consecutive quarter of YoY growth.



#### **Growth Sustained by Improvements in Operating Results**

Recurrent EBITDA of R\$ 1.1 billion, up 40% over 4Q21. Result benefited from captured volume growth, revenue yield recovery, continuous cost control and Cateno performance.



#### **Cielo Brasil Net Revenues Grow 22% over 4Q21**

Compared to the same period in 2021, performance reflects volume expansion and the recovery of 7bps in the revenue yield (0.72% in 4Q22).



#### **Captured Volume exceeds R\$ 872 billion in 2022, up 22% over 2021**

Volume of transactions carried out by Cielo Brasil reaches R\$ 231 billion in 4Q22, registering a growth of 11% over 4Q21 and setting a new historical record.



#### **Efficiency**

Cielo Brasil continues to show gains in operating leverage. Total recurring costs and expenses show lower growth than net revenue.



#### **Expansion of the Pre-Payment Business**

Pre-payment products recorded a new historical record, totaling R\$ 30.2 billion in prepaid volume, a 25% growth compared to 4Q21. Among the Pre-Payment volume, we highlight the expansion of the acquisition of receivables line, which showed revenue growth of 140% compared to 4Q21.

## 2. Result by Business Unit

This section presents an analysis of the Company's consolidated results. Considering the sale of MerchantE, concluded in April/22, the "Other Subsidiaries" business unit loses relevance, which is why the "Cielo + Cateno" perspective is presented, which consolidates the two business units that make up the group since 2Q22, enabling a better understanding of the Company's future performance and better comparability against history.

### 2.1. Net Operating Revenue

Net Revenue (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Cielo Brasil	1,677.3	1,373.0	22.2%	1,618.7	3.6%	6,189.5	4,965.6	24.6%
Cateno	1,076.7	961.8	11.9%	1,018.0	5.8%	3,934.3	3,237.9	21.5%
<b>Cielo + Cateno</b>	<b>2,754.0</b>	<b>2,334.8</b>	<b>18.0%</b>	<b>2,636.7</b>	<b>4.4%</b>	<b>10,123.8</b>	<b>8,203.5</b>	<b>23.4%</b>
Other Subsidiaries	-	806.7	n/a	-	n/a	569.3	3,482.0	-83.7%
<b>Consolidated</b>	<b>2,754.0</b>	<b>3,141.5</b>	<b>-12.3%</b>	<b>2,636.7</b>	<b>4.4%</b>	<b>10,693.1</b>	<b>11,685.5</b>	<b>-8.5%</b>

- Net Operating Revenue (Cielo + Cateno) reached R\$ 2,754.0 million in 4Q22 – up 18.0% over the same quarter a year earlier, leveraged by the growth in volume and yield in both business units.

### 2.2. EBITDA

EBITDA (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Cielo Brasil	517.6	355.0	45.8%	539.7	-4.1%	1,818.1	1,317.2	38.0%
Cateno	530.0	422.7	25.4%	463.1	14.4%	1,810.5	1,293.5	40.0%
<b>Cielo + Cateno</b>	<b>1,047.6</b>	<b>777.7</b>	<b>34.7%</b>	<b>1,002.8</b>	<b>4.5%</b>	<b>3,628.6</b>	<b>2,610.7</b>	<b>39.0%</b>
<b>EBITDA Margin (Cielo + Cateno)</b>	<b>38.0%</b>	<b>33.3%</b>	<b>4.7pp</b>	<b>38.0%</b>	<b>0.0pp</b>	<b>35.8%</b>	<b>31.8%</b>	<b>4.0pp</b>
Other Subsidiaries	(132.9)	11.8	n/a	3.3	n/a	187.0	65.9	183.8%
<b>Consolidated</b>	<b>914.7</b>	<b>789.5</b>	<b>15.9%</b>	<b>1,006.1</b>	<b>-9.1%</b>	<b>3,815.6</b>	<b>2,676.6</b>	<b>42.6%</b>
<b>EBITDA Margin</b>	<b>33.2%</b>	<b>25.1%</b>	<b>8.1pp</b>	<b>38.2%</b>	<b>-4.9pp</b>	<b>35.7%</b>	<b>22.9%</b>	<b>12.8pp</b>

- Cielo + Cateno's EBITDA reached R\$ 1,047.6 million in 4Q22, recording a 34.7% expansion over 4Q21.
- Recurring EBITDA (Cielo + Cateno) reached R\$ 1,093.4 million with an EBITDA margin of 39.7%, 6.9 percentage points (pp) higher than in 4Q21.

Recurring EBITDA (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Cielo Brasil	563.4	343.7	63.9%	539.7	4.4%	1,909.9	1,160.1	64.6%
Cateno	530.0	422.7	25.4%	463.1	14.4%	1,810.5	1,293.5	40.0%
<b>Cielo + Cateno</b>	<b>1,093.4</b>	<b>766.4</b>	<b>42.7%</b>	<b>1,002.8</b>	<b>9.0%</b>	<b>3,720.4</b>	<b>2,453.6</b>	<b>51.6%</b>
<b>EBITDA Margin (Cielo + Cateno)</b>	<b>39.7%</b>	<b>32.8%</b>	<b>6.9pp</b>	<b>38.0%</b>	<b>1.7pp</b>	<b>36.7%</b>	<b>29.9%</b>	<b>6.8pp</b>
Other Subsidiaries	(1.0)	11.8	n/a	3.3	n/a	4.4	65.9	n/a
<b>Consolidated</b>	<b>1,092.4</b>	<b>778.2</b>	<b>40.4%</b>	<b>1,006.1</b>	<b>8.6%</b>	<b>3,724.8</b>	<b>2,519.5</b>	<b>47.8%</b>
<b>EBITDA Margin</b>	<b>39.7%</b>	<b>24.8%</b>	<b>14.9pp</b>	<b>38.2%</b>	<b>1.5pp</b>	<b>34.8%</b>	<b>21.6%</b>	<b>13.3pp</b>

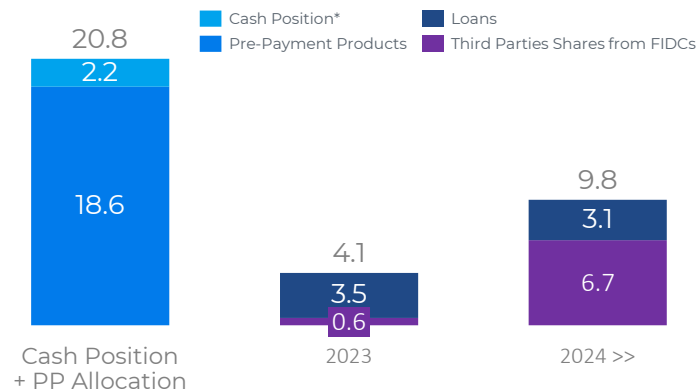
## 2.3. Consolidated Net Income

Net Income (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Cielo Brasil	261.6	218.6	19.7%	245.6	6.5%	802.5	687.9	16.7%
Cateno	206.8	159.0	30.1%	181.7	13.8%	707.5	438.7	61.3%
<b>Cielo + Cateno</b>	<b>468.4</b>	<b>377.6</b>	<b>24.0%</b>	<b>427.3</b>	<b>9.6%</b>	<b>1,510.0</b>	<b>1,126.6</b>	<b>34.0%</b>
Other Subsidiaries	(140.4)	(40.7)	n/a	(5.7)	n/a	59.5	(156.1)	n/a
<b>Consolidated</b>	<b>328.0</b>	<b>336.9</b>	<b>-2.6%</b>	<b>421.7</b>	<b>-22.2%</b>	<b>1,569.5</b>	<b>970.5</b>	<b>61.7%</b>
Non-recurring Items - Cielo Brasil	(30.2)	36.7				(60.6)	142.2	
Non-recurring Items - Other Subsidiaries	(131.9)					150.4		
<b>Recurring Net Income</b>	<b>490.1</b>	<b>300.2</b>	<b>63.3%</b>	<b>421.7</b>	<b>16.2%</b>	<b>1,479.7</b>	<b>828.3</b>	<b>78.6%</b>

- Recurring net income totaled R\$ 490.1 million in 4Q22, registering a 63.3% expansion over 4Q21, driven, at both Cielo Brasil and Cateno, by solid improvement in operating fundamentals, with revenue growth and expenses under control.
- In 4Q22, two non-recurring events were reported, both of which were recorded as other operating expenses in the financial statements, note 27:
  - Discontinuation of LIO V2 – As part of the measures to improve service quality and seek greater operational efficiency, the Company has decided to discontinue the LIO V2 equipment. The effects of the decision generated a negative impact on Cielo Brasil of R\$ 30.2 million, already net of tax effects.
  - Earn-out from the sale of MerchantE – The Company discontinued the recognition of the USD 25 million earn-out, as already disclosed to the market, with (non-cash) impacts on the results of the Other Subsidiaries.
- It should be noted that part of the debts incurred by Cielo when acquiring MerchantE and Cateno are allocated in the results of Cielo Brasil. To make it easier to understand the actual contribution of each business unit to the recurring result, we reallocated the cost of the debts to the respective business units in the view below. In this view, Cielo Brasil's recurring revenue (acquiring) shows an expansion of 61.4% over 4Q21.

Recurring result adjusted by the cost of acquisition debts								
R\$ million	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
<b>Recurring Result Attributed to Cielo</b>	<b>490.1</b>	<b>300.2</b>	<b>63.3%</b>	<b>421.7</b>	<b>16.2%</b>	<b>1,479.7</b>	<b>828.3</b>	<b>78.6%</b>
Cielo Brasil	291.8	181.9	60.4%	245.6	18.8%	863.1	545.7	58.2%
Cateno	206.8	159.0	30.1%	181.7	13.8%	707.5	438.7	61.3%
Other Subsidiaries	(8.5)	(40.7)	-79.0%	(5.7)	49.7%	(90.9)	(156.1)	-41.7%
<b>Cost of acquisition debt, net</b>	<b>(80.2)</b>	<b>(48.7)</b>	<b>64.9%</b>	<b>(85.3)</b>	<b>-6.0%</b>	<b>(302.9)</b>	<b>(136.0)</b>	<b>122.7%</b>
Cateno	(78.4)	(44.8)	75.1%	(81.6)	-3.9%	(290.2)	(105.1)	176.2%
MerchantE*	(1.9)	(3.9)	-52.3%	(3.7)	-50.6%	(12.8)	(31.0)	-58.8%
<b>Cielo Brasil (-) cost of debt</b>	<b>372.1</b>	<b>230.6</b>	<b>61.4%</b>	<b>330.9</b>	<b>12.4%</b>	<b>1,166.0</b>	<b>681.7</b>	<b>71.0%</b>
Cateno (+) cost of debt	128.4	114.2	12.4%	100.1	28.3%	417.3	333.6	25.1%
Other Subsidiaries (+) cost of debt	(10.4)	(44.6)	-76.7%	(9.4)	10.0%	(103.7)	(187.1)	-44.6%

## 2.4. Liquidity and Indebtedness



\*The cash position (or total liquidity) presented in this item consolidates 100% of the cash balances and cash equivalents of the subsidiary Cateno.

- On December 31, 2022, the Company recorded total cash and cash equivalents of R\$ 2,169.6 million, down R\$ 3,691.1 million compared to December 31, 2021 and R\$ 1,380.2 million compared to September 30, 2022. The reduction in cash and cash equivalents, in both comparisons, is explained by the increase in cash allocated to Pre-Payment Products.
- At the balance sheet closing date, Cielo recorded total loans and financing of R\$ 6,643.1 million, up R\$ 348.0 million compared to December 31, 2021 and R\$ 67.7 million compared to September 30, 2022. The increase in total loan obligations in both comparisons is explained by the 6th issuance of Public Debentures and partially mitigated by the settlement of debt issued abroad (“bonds”), related to the acquisition of MerchantE.
- In addition to loan and financing operations, Cielo uses funds raised through Credit Rights Investment Funds (“FIDCs”) as funding, as per Note 6 of our Financial Statements. The shares of FIDCs belonging to third parties comprise the Company's liabilities and are registered, in COSIF, under “Non-controlling interests” and, under IFRS, under “Obligations with senior quotas - FIDC”, being the balance with third-party shares of the FIDCs of R\$ 7.2 billion on December 31, 2022.

## 3. Cielo Brasil

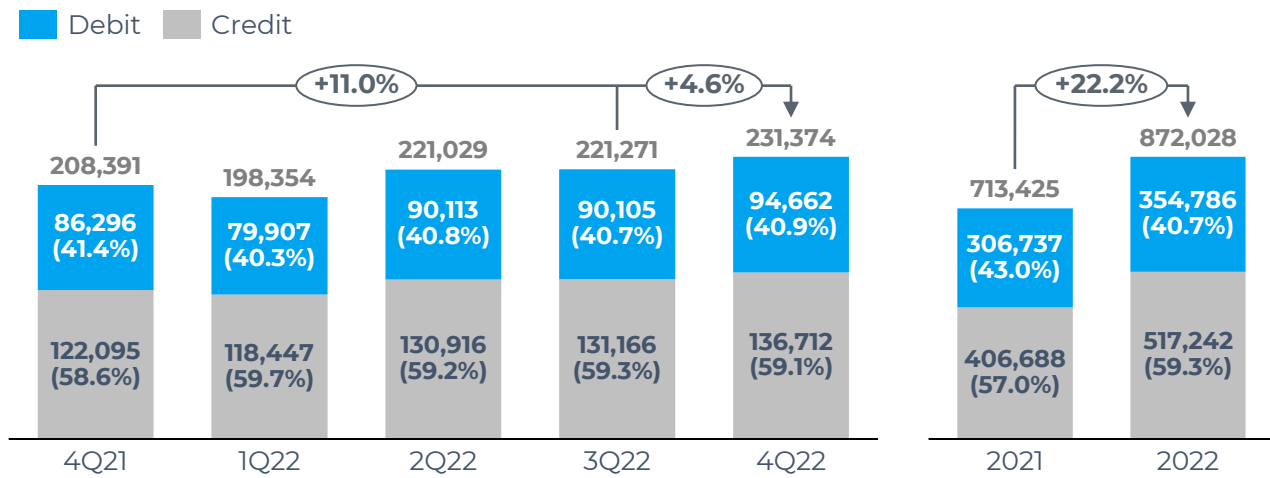
### 3.1. Highlights

- Cielo Brasil's recurring net income reached R\$ 291.8 million, a growth of 60.4% over 4Q21.
- The financial volume of transactions captured by Cielo Brasil hit a new record in 4Q22, totaling R\$ 231.4 billion, recording growth of 11.0% over 4Q21.
- Net revenue grew 22.2% over 4Q21. Revenue was driven by the growth in volume and revenue yield, which reached 0.72% in 4Q22, up 0.07 pp from 4Q21.
- Total prepaid volume in ARV and Receba Rapido reached R\$ 30.2 billion, growth of 25.4% over 4Q21, which reinforces the Company's commitment to diversify revenue sources and support retailers in the management of their cash flow. The capital allocated in Pre-Payment Products reached R\$ 18.6 billion, an all-time record.
- The company continues to reinforce its spending control actions, while investing in business transformation. In the quarter, Cielo invested R\$ 80.8 million in new initiatives to ensure additional leaps in quality of the services provided, to increase commercial productivity, and to advance the modernization of operations and technological base. The amount mentioned includes R\$ 51.7 million in expenses recognized in 4Q22, and R\$ 29.1 million in investments ("CAPEX").
- Despite the new investments, commercial expansion, and inflation in the period, the ratio of normalized expenses to financial transaction volume ("normalized expense ratio") stood at 0.33%, stable when compared to 4Q21. Normalized expenses are understood as total costs + expenses excluding non-recurring items and certain variable costs, as shown in section 3.3.2.



## 3.2. Operational Performance

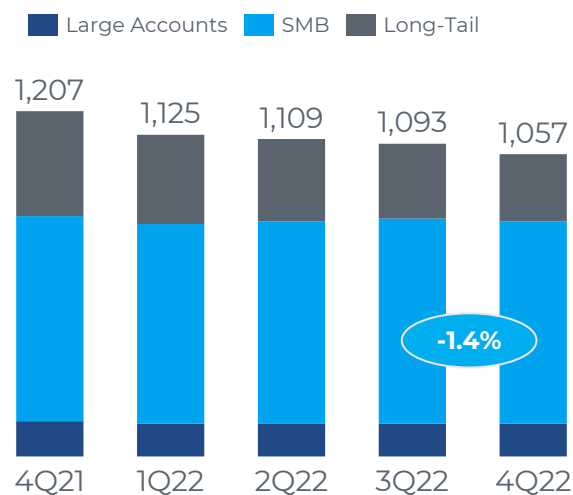
### 3.2.1 Financial volume (in R\$ million)



Financial and transaction volume	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
<b>Credit and Debit Cards</b>								
Financial transaction volume (R\$ million)	231,374.0	208,391.3	11.0%	221,271.4	4.6%	872,027.8	713,424.8	22.2%
Number of transactions (million)	2,172.5	1,936.4	12.2%	2,113.8	2.8%	8,277.1	6,767.8	22.3%
<b>Credit Cards</b>								
Financial transaction volume (R\$ million)	136,712.4	122,094.9	12.0%	131,166.3	4.2%	517,241.5	406,687.5	27.2%
Number of transactions (million)	912.3	824.8	10.6%	905.0	0.8%	3,537.1	2,892.2	22.3%
<b>Debit Cards</b>								
Financial transaction volume (R\$ million)	94,661.6	86,296.4	9.7%	90,105.1	5.1%	354,786.3	306,737.2	15.7%
Number of transactions (million)	1,260.2	1,111.6	13.4%	1,208.8	4.3%	4,740.0	3,875.5	22.3%

- The financial volume of transactions captured by Cielo Brasil was R\$ 231.4 billion in 4Q22, with growth of 11.0% over 4Q21.
- In terms of the mix by transaction type, credit card transactions accounted for 59.1% of the volume in 4Q22, a recovery of 0.5 pp compared to 4Q21. The financial volume of credit card transactions grew 12.0% year-over-year, while debit card transactions expanded 9.7%.

### 3.2.2 Active Client Base (thousands)



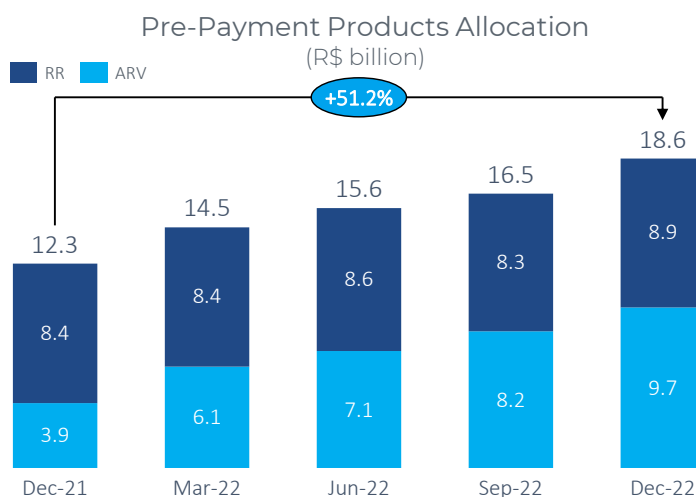
Considering merchants that conducted at least one transaction with Cielo in the last 90 days, the active client base ended 4Q22 down 3.4% compared to 3Q22, primarily due to the suspension in the policy of granting subsidies for POS in the sales mode, which mainly impacts affiliations in the Long-tail segment.

### 3.2.3 Pre-payment Products

Pre-Payment Products (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Credit card captured volume	136,712.4	122,094.9	12.0%	131,166.3	4.2%	517,242	406,688	27.2%
<b>ARV financial volume</b>	<b>14,005.8</b>	<b>7,372.6</b>	<b>90.0%</b>	<b>13,577.6</b>	<b>3.2%</b>	<b>51,355.6</b>	<b>33,002.5</b>	<b>55.6%</b>
% over credit card volume	10.2%	6.0%	4.2pp	10.4%	-0.1pp	9.9%	8.1%	1.8pp
<b>Two-day payment financial volume</b>	<b>16,216.2</b>	<b>16,720.7</b>	<b>-3.0%</b>	<b>16,035.6</b>	<b>1.1%</b>	<b>64,217.7</b>	<b>51,683.5</b>	<b>24.3%</b>
% over credit card volume	11.9%	13.7%	-1.8pp	12.2%	-0.4pp	12.4%	12.7%	-0.3pp
<b>Pre-Payment Products - financial volume*</b>	<b>30,222.0</b>	<b>24,093.3</b>	<b>25.4%</b>	<b>29,613.2</b>	<b>2.1%</b>	<b>115,573.4</b>	<b>84,686.0</b>	<b>36.5%</b>
% over credit card volume	22.1%	19.7%	2.4pp	22.6%	-0.5pp	22.3%	20.8%	1.5pp
SMB and LT (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Credit card captured volume	39,812.1	37,050.6	7.5%	38,871.9	2.4%	153,148.3	131,340.1	16.6%
<b>ARV financial volume</b>	<b>2,428.7</b>	<b>1,467.1</b>	<b>65.5%</b>	<b>2,041.3</b>	<b>19.0%</b>	<b>7,724.0</b>	<b>5,058.6</b>	<b>52.7%</b>
% over credit card volume	6.1%	4.0%	2.1pp	5.3%	0.8pp	5.0%	3.9%	1.2pp
<b>Two-day payment financial volume</b>	<b>14,566.8</b>	<b>15,297.6</b>	<b>-4.8%</b>	<b>14,536.4</b>	<b>0.2%</b>	<b>58,360.0</b>	<b>47,209.1</b>	<b>23.6%</b>
% over credit card volume	36.6%	41.3%	-4.7pp	37.4%	-0.8pp	38.1%	35.9%	2.2pp
<b>Pre-Payment Products - financial volume*</b>	<b>16,995.5</b>	<b>16,764.7</b>	<b>1.4%</b>	<b>16,577.7</b>	<b>2.5%</b>	<b>66,084.0</b>	<b>52,267.7</b>	<b>26.4%</b>
% over credit card volume	42.7%	45.2%	-2.6pp	42.6%	0.0pp	43.2%	39.8%	3.4pp

\*Sums for disclosure purposes only. Includes Cielo's pre-payment products (ARV and Receba Rápido)

- The table above shows the details of Cielo's performance with Pre-Payment Products. The company classifies under Pre-Payment Products different solutions that allow merchants to receive their credit card sales within two days. Usually, credit card transactions (without installments) are settled within 30 days after they are made, with additional time for installment transactions. Pre-payment Products include (i) ARV (Acquisition of Receivables), available through FIDC; and (ii) the two-day payment service "Receba Rápido" (RR), a solution in which the funds for all transactions (with or without installments) are automatically credited to the merchant within two business days after each transaction.
- In 4Q22, the volume of Pre-Payment Products reached R\$30.2 billion, compared to 4Q21, it showed higher growth than the TPV, which demonstrates the Company's successful initiatives to expand its Pre-Payment business. The evolution of ARV stands out, which grew 90.0% compared to 4Q21 in prepaid volume and showed an increase in penetration of 4.2 pp.
- We highlight the balance of capital allocated to Pre-Payment Products at the end of each quarter below, which reached R\$18.6 billion in the 4Q22, a 51.2% growth when compared to the same period last year.

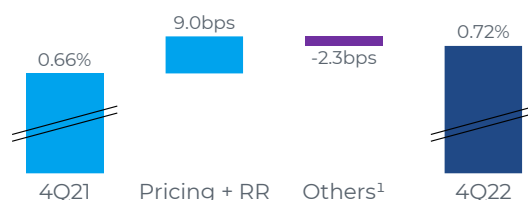


### 3.3. Financial Performance

#### 3.3.1 Operating Income and Revenue Yield

R\$ million	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
TPV	231,374.0	208,391.3	11.0%	221,271.4	4.6%	872,027.8	713,424.8	22.2%
Net Revenue	1,677.3	1,373.0	22.2%	1,618.7	3.6%	6,189.5	4,965.6	24.6%
Yield	0.72%	0.66%	0.07pp	0.73%	-0.01pp	0.71%	0.70%	0.01pp

- Net revenues reached R\$ 1,677.3 million in 4Q22, up 22.2% over 4Q21, a performance driven by volume expansion and yield recovery in the period.
- Revenue yield reached 0.72% in 4Q22, up 0.07 pp compared to 4Q21. Mainly reflects the price repositioning carried out over 2022, due to changes in the economic environment and competitive scenario. Compared to 3Q22, the variation is mainly explained by the seasonality, which presents higher volumes, and by the customer mix, with a greater participation of large accounts, which was partially offset by the positive effect of repositioning actions.



<sup>1</sup> Effect of (i) customer segment mix, (ii) product mix, (iii) taxes, (iv) volume in yield as certain revenues do not vary the same and (vi) other revenues.

#### 3.3.2 Analysis of Costs and Expenses

##### 3.3.2.1 Cost of Services Rendered

R\$ million	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Costs related to POS	(250.4)	(230.0)	8.9%	(237.2)	5.6%	(938.3)	(910.0)	3.1%
Costs related to transactions	(561.2)	(531.7)	5.5%	(561.8)	-0.1%	(2,205.1)	(1,888.1)	16.8%
Other costs	(87.6)	(81.3)	7.8%	(91.7)	-4.5%	(330.9)	(288.8)	14.6%
<b>Cost of service rendered</b>	<b>(899.2)</b>	<b>(843.0)</b>	<b>6.7%</b>	<b>(890.8)</b>	<b>0.9%</b>	<b>(3,474.3)</b>	<b>(3,086.9)</b>	<b>12.6%</b>
Brand fees, subsidy amortization, services rendered by banks	449.5	413.4	8.7%	454.7	-1.1%	1,791.2	1,493.7	19.9%
Tax Credit (PIS / COFINS)	(98.9)	(74.6)	32.6%	(93.9)	5.3%	(354.2)	(317.3)	11.6%
Depreciation and amortization	137.3	122.0	12.5%	134.3	2.2%	523.2	472.3	10.8%
<b>Normalized Cost of service rendered</b>	<b>(411.3)</b>	<b>(382.2)</b>	<b>7.6%</b>	<b>(395.7)</b>	<b>3.9%</b>	<b>(1,514.1)</b>	<b>(1,438.2)</b>	<b>5.3%</b>

- Costs related to the POS grew 8.9% compared to 4Q21, mainly due to the evolution in equipment and inflation in the period.
- Transaction-related costs showed growth over 4Q21, primarily explained by higher volume, which results in higher expenses with brand fees and processing services.
- Other costs grew mainly due to higher personnel expenses, given the collective yearly salary adjustment agreement, and also the internalizations and headcount expansion to cope with initiatives to improve the quality of services provided.
- PIS/Cofins credits showed improvement, due to the increase in costs that generate tax credits.
- From the normalized costs view, which isolates mainly the costs linked to volume, there was a growth of 7.6% compared to 4Q21.

### 3.3.2.2 Operating Expenses

R\$ million	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Salaries / Wages and benefits	(246.7)	(190.1)	29.8%	(237.5)	3.9%	(889.8)	(643.8)	38.2%
General and administratives	(65.8)	(63.6)	3.5%	(68.5)	-3.9%	(273.1)	(195.2)	39.9%
Sales and Marketing expenses	(36.1)	(10.4)	247.1%	(28.6)	26.2%	(112.0)	(76.9)	45.6%
Other operating expenses net	(49.2)	(35.8)	37.4%	12.1	n/a	(145.3)	(149.5)	-2.8%
Depreciation and Amortization	(1.9)	(2.6)	-26.9%	(1.9)	0.0%	(7.8)	(11.8)	-33.9%
<b>Operating Expenses</b>	<b>(399.7)</b>	<b>(302.5)</b>	<b>32.1%</b>	<b>(324.4)</b>	<b>23.2%</b>	<b>(1,428.0)</b>	<b>(1,077.2)</b>	<b>32.6%</b>
Non-recurring	45.8	(11.3)				91.8	(157.1)	
<b>Normalized Operating Expenses</b>	<b>(353.9)</b>	<b>(313.8)</b>	<b>12.8%</b>	<b>(324.4)</b>	<b>9.1%</b>	<b>(1,336.2)</b>	<b>(1,234.3)</b>	<b>8.3%</b>

- In 4Q22, the non-recurring event related to the discontinuation of the LIO V2 equipment increased the Company's operating expenses by R\$ 45.8 million (before taxes). The decision generated this additional (non-cash) expenses in the short term, but is in line with the Company's POS strategy, in the context of actions to improve the quality of services provided. This decision should generate a positive NPV (net present value), mainly due to the reduction in POS maintenance expenses in the medium and long term.
- Excluding this non-recurring event, the increase in operating expenses for 4Q22, observed in comparison with the same quarter of the previous year, was mainly due to higher **personnel expenses**.
  - In **personnel expenses**, the increase over 4Q21 was mainly due to higher expenses related to the commercial team (higher average headcount and performance bonuses) and the collective yearly salary adjustment agreement. In addition, between periods, Cielo internalized certain positions, with the objective of improving the quality of service.
  - The variation observed in **sales and marketing expenses** compared to 4Q21 is mostly due to the baseline effect, given the low level of expenses in 4Q21, besides the growth of media actions between the periods and the return of live events during 2022.
  - Other operating expenses** recorded growth, impacted mainly by the non-recurring event related to LIO V2. Excluding the non-recurring events of the periods, this line would have presented a reduction of 92.8% over 4Q21, mainly due to lower POS losses and favorable outcomes related to tax proceedings.

### 3.3.2.3 Normalized Total Costs and Expenses

R\$ million	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Normalized Cost of service rendered	(411.3)	(382.2)	7.6%	(395.7)	3.9%	(1,514.1)	(1,438.2)	5.3%
Normalized Operating Expenses	(353.9)	(313.8)	12.8%	(324.4)	9.1%	(1,336.2)	(1,234.3)	8.3%
<b>Normalized Total Expenses (costs + expenses)</b>	<b>(765.2)</b>	<b>(696.0)</b>	<b>9.9%</b>	<b>(720.1)</b>	<b>6.3%</b>	<b>(2,850.3)</b>	<b>(2,672.5)</b>	<b>6.7%</b>

- The normalized costs and expenses, a concept in which variable costs and extraordinary events are segregated, were up 9.9% over 4Q21. This performance is due to the pressure on the cost structure from inflation and the Company's growth, in addition to investments in commercial expansion, effects partially mitigated by efficiency actions that have been taken by the management.

### 3.3.3 EBITDA

Recurring EBITDA (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
<b>EBITDA</b>	<b>517.6</b>	<b>355.0</b>	<b>45.8%</b>	<b>539.7</b>	<b>-4.1%</b>	<b>1,818.1</b>	<b>1,317.2</b>	<b>38.0%</b>
Non-recurring Items	45.8	(11.3)	n/a	-	n/a	91.8	(157.1)	n/a
<b>Recurring EBITDA</b>	<b>563.4</b>	<b>343.7</b>	<b>63.9%</b>	<b>539.7</b>	<b>4.4%</b>	<b>1,909.9</b>	<b>1,160.1</b>	<b>64.6%</b>

- Cielo Brasil's EBITDA recorded significant growth of 63.9% over 4Q21, driven by revenue growth associated with spending discipline.

### 3.3.4 Financial Result

Financial Result (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Financial Revenues	141.7	84.4	67.9%	48.8	190.4%	313.9	270.0	16.3%
Financial Expenses	(506.5)	(251.9)	101.1%	(430.8)	17.6%	(1,632.5)	(717.2)	127.6%
Acquisition of receivables income, net	272.1	113.5	139.7%	277.6	-2.0%	938.5	406.6	130.8%
Net exchange variation	(13.2)	(6.2)	112.9%	(18.4)	-28.3%	(67.8)	(0.5)	n/a
<b>Total</b>	<b>(105.9)</b>	<b>(60.2)</b>	<b>75.9%</b>	<b>(122.8)</b>	<b>-13.8%</b>	<b>(447.9)</b>	<b>(41.1)</b>	<b>989.8%</b>

- Cielo Brasil's financial result decreased compared to 4Q21. The result reflected the increase in the basic interest rate (SELIC), which impacts the Company's financial expenses. This effect was partially offset by the increase in revenues from the acquisition of receivables and financial revenues.
- **Financial revenues** grew against 4Q21, reflecting the increase in the average basic interest rate (SELIC) between the periods.
- The growth in **Financial expenses** in both comparison bases is mainly impacted by the increase in the average SELIC rate and new funding in the period.
- **Revenue from the acquisition of receivables** showed a significant increase with respect to 4Q21, reflecting the higher volume and profitability of operations. The Company has been demonstrating increased volumes in ARV, due to improvements in the business processes related to this product.

In the comparison with 3Q22, ARV revenues decreased 2.0%. This reduction occurs despite the observed expansion in allocated capital of 12.8% between September and December 2022. This behavior is due to the *pro rata temporis* recognition of revenues, and to the seasonality of the prepayments in 4Q22, which concentrates the disbursements in the month of December.

### 3.3.5 Net Income

- Cielo Brasil's recurring net income in 4Q22 stood at R\$ 291.8 million, a growth of 60.4% over 4Q21 and 18.8% over 3Q22.
- Cielo Brasil's recurring income was driven by improvements in operating fundamentals, with yield recovery, increased penetration of prepaid volumes and discipline in spending.
- As mentioned above, financial expenses of part of the debts incurred by Cielo when acquiring MerchantE and Cateno are allocated in Cielo Brasil's result. The perspective below presents Cielo Brasil's recurring result without the cost of such debts. In this managerial view, the recurring result shows an expansion of 61.4% over 4Q21. This expansion occurs even in a scenario of an increase in the basic interest rate, which impacts the Company's financial expenses.

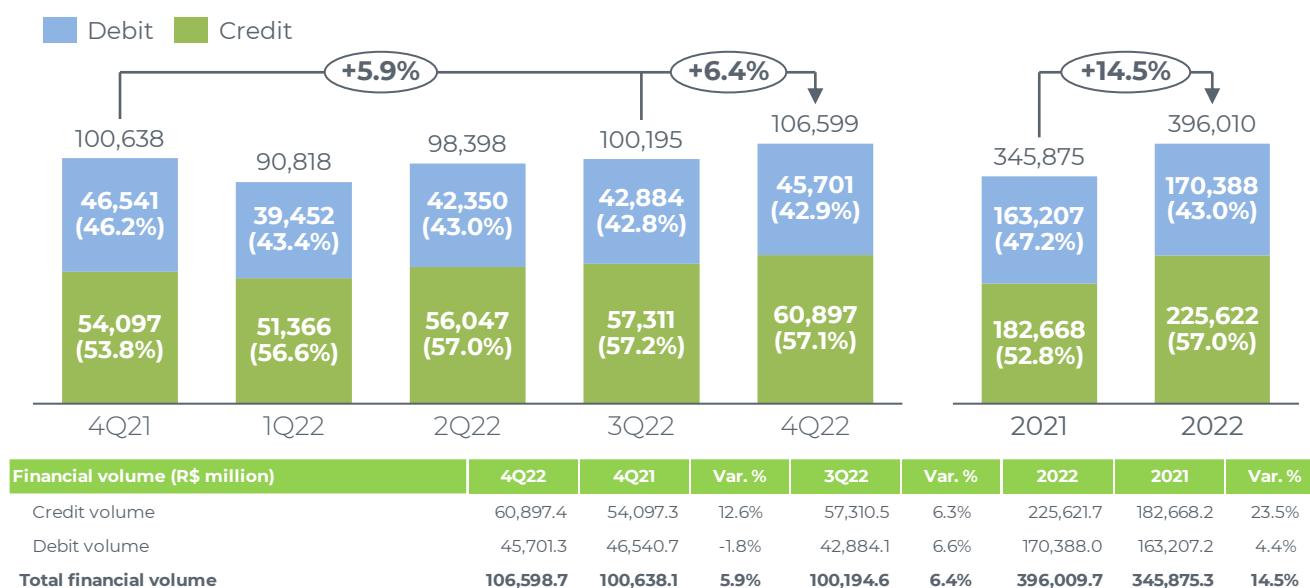
Recurring result adjusted by the cost of acquisition debts								
R\$ million	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
<b>Recurring Result - Cielo Brasil</b>	<b>291.8</b>	<b>181.9</b>	<b>60.4%</b>	<b>245.6</b>	<b>18.8%</b>	<b>863.1</b>	<b>545.7</b>	<b>58.2%</b>
<b>Cost of acquisition debt, net</b>	<b>(80.2)</b>	<b>(48.7)</b>	<b>64.9%</b>	<b>(85.3)</b>	<b>-6.0%</b>	<b>(302.9)</b>	<b>(136.0)</b>	<b>122.7%</b>
<i>Cateno</i>	(78.4)	(44.8)	75.1%	(81.6)	-3.9%	(290.2)	(105.1)	176.2%
<i>MerchantE*</i>	(1.9)	(3.9)	-52.3%	(3.7)	-50.6%	(12.8)	(31.0)	-58.8%
<b>Cielo Brasil (-) cost of debt</b>	<b>372.1</b>	<b>230.6</b>	<b>61.4%</b>	<b>330.9</b>	<b>12.4%</b>	<b>1,166.0</b>	<b>681.7</b>	<b>71.0%</b>

## 4. Cateno

### 4.1. Highlights

- Cateno's net income reached R\$ 295.4 million in 4Q22, the highest of the historical series, with a 30.1% growth over 4Q21 and 13.8% over 3Q22, driven by the expansion of net revenues, as well as spending control.
- Net revenue recorded 11.9% growth over the same quarter last year, driven by volume expansion and a more favorable transaction mix.

### 4.2. Financial volume (in R\$ million)



## 4.3. Financial Performance

### 4.3.1 Net Revenue

Net Revenue (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Net Revenue	1,076.7	961.8	11.9%	1,018.0	5.8%	3,934.3	3,237.9	21.5%

- Net revenue recorded 11.9% growth over the same quarter last year, driven by volume expansion and a more favorable transaction mix.
- When compared to 3Q22, net revenue grew 5.8%, mainly due to the expansion in volumes observed in the period.

### 4.3.2 Analysis of Costs and Expenses

#### 4.3.2.1 Cost of Services Rendered

Changes in the cost of services rendered are presented below:

Cost of service rendered (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Cost of service rendered	(587.8)	(541.3)	8.6%	(577.1)	1.9%	(2,280.4)	(2,068.3)	10.3%

- The costs of services rendered, including depreciation and amortization costs, totaled R\$ 587.8 million in 4Q22, an increase of 8.6% over 4Q21, mainly due to the higher volume in the period and higher expenses with embossing and postage.

### 4.3.2.2 Operating Expenses

Changes in operating expenses are presented below:

Operating Expenses (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Salaries / Wages and benefits	(28.2)	(23.1)	22.1%	(22.4)	25.9%	(89.3)	(76.5)	16.7%
General and administratives	(6.7)	(5.6)	19.6%	(6.6)	1.5%	(23.9)	(24.9)	-4.0%
Sales and Marketing expenses	-	(0.1)	n/a	-	n/a	-	(0.5)	-100.0%
Other operating expenses net	(20.8)	(66.2)	-68.6%	(45.8)	-54.6%	(118.0)	(163.5)	-27.8%
<b>Total</b>	<b>(55.7)</b>	<b>(95.0)</b>	<b>-41.4%</b>	<b>(74.8)</b>	<b>-25.5%</b>	<b>(231.2)</b>	<b>(265.4)</b>	<b>-12.9%</b>

- In 4Q22, operating expenses reached R\$ 55.7 million, down 41.4% compared to 4Q21 and 25.5% compared to 3Q22.
- The variations in both comparison bases are mainly due to the **other net operating expenses** line, impacted mainly by the baseline effect of adjustments in the provisioned amounts in the Reimbursement of expenses line and by lower operating losses.

Other operating expenses, net (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Operating losses	(17.2)	(27.9)	-38.1%	(29.9)	-42.3%	(97.3)	(138.8)	-29.9%
Reimbursement of expenses	-	(21.7)	n/a	(14.4)	n/a	(12.7)	(2.8)	348.8%
Others	(3.6)	(16.6)	-78.6%	(1.5)	139.2%	(8.0)	(21.8)	-63.2%
<b>Total</b>	<b>(20.8)</b>	<b>(66.2)</b>	<b>-68.6%</b>	<b>(45.8)</b>	<b>-54.6%</b>	<b>(118.0)</b>	<b>(163.5)</b>	<b>-27.8%</b>

### 4.3.3 Financial Result

Changes in financial income are presented below:

Financial Income (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
Financial revenue	22.2	21.7	2.3%	29.2	-24.0%	121.6	51.2	137.5%
Financial expenses	(5.8)	(0.7)	728.6%	(1.8)	222.2%	(10.0)	(2.1)	376.2%
<b>Total</b>	<b>16.4</b>	<b>21.0</b>	<b>-21.9%</b>	<b>27.4</b>	<b>-40.1%</b>	<b>111.6</b>	<b>49.1</b>	<b>127.3%</b>

- The financial result reached R\$ 16.4 million in the quarter, down 21.9% compared to 4Q21 and 40.1% compared to 3Q22. In the comparison with 4Q21, the reduction in the financial result is explained by an increase in financial expenses due to the one-off monetary adjustments of contingencies.

### 4.3.4 Net Income and Cash Earnings

Cash Earnings (R\$ million)	4Q22	4Q21	Var. %	3Q22	Var. %	2022	2021	Var. %
<b>Net Income</b>	<b>295.4</b>	<b>227.1</b>	<b>30.1%</b>	<b>259.6</b>	<b>13.8%</b>	<b>1,010.7</b>	<b>626.7</b>	<b>61.3%</b>
Amortization	96.6	96.9	-0.3%	96.6	0.0%	386.3	387.8	-0.4%
<b>Cash Earnings</b>	<b>392.0</b>	<b>324.0</b>	<b>21.0%</b>	<b>356.2</b>	<b>10.0%</b>	<b>1,397.0</b>	<b>1,014.5</b>	<b>37.7%</b>

- Cateno's net income stood at R\$ 295.4 million in 4Q22, registering an increase of 30.1% compared to 4Q21 and 13.8%, compared to 3Q22.
- From a cash perspective, which deducts amortization expenses for the intangible related to the right to exploit the Ourocard arrangement, Cateno's Cash Earnings amounted to R\$ 392.0 million in 4Q22, as presented in the table above.



## 5. Exhibits

### 5.1. 4Q22 Management Performance – COSIF Standard (Unaudited)

Income Statement	Cielo Brasil					Cateno - Accounting value					Other Subsidiaries					Cielo Consolidated					
	4Q22	4Q21	Var. %	3Q22	Var. %	4Q22	4Q21	Var. %	3Q22	Var. %	4Q22	4Q21	Var. %	3Q22	Var. %	4Q22	4Q21	Var. %	3Q22	Var. %	
<i>R\$ million</i>																					
<b>Gross operating revenue</b>	<b>1,899.3</b>	<b>1,597.6</b>	<b>18.9%</b>	<b>1,833.0</b>	<b>3.6%</b>	<b>1,201.1</b>	<b>1,115.6</b>	<b>7.7%</b>	<b>1,126.9</b>	<b>6.6%</b>	-	<b>827.3</b>	n/a	-	n/a	<b>3,100.4</b>	<b>3,540.5</b>	<b>-12.4%</b>	<b>2,959.9</b>	<b>4.7%</b>	
Taxes on services	(222.0)	(224.6)	-1.2%	(214.3)	3.6%	(124.4)	(153.8)	-19.1%	(108.9)	14.2%	-	(20.6)	n/a	-	n/a	(346.4)	(399.0)	-13.2%	(323.2)	7.2%	
<b>Net operating revenue</b>	<b>1,677.3</b>	<b>1,373.0</b>	<b>22.2%</b>	<b>1,618.7</b>	<b>3.6%</b>	<b>1,076.7</b>	<b>961.8</b>	<b>11.9%</b>	<b>1,018.0</b>	<b>5.8%</b>	-	<b>806.7</b>	n/a	-	n/a	<b>2,754.0</b>	<b>3,141.5</b>	<b>-12.3%</b>	<b>2,636.7</b>	<b>4.4%</b>	
<b>Total cost + expenses</b>	<b>(1,298.9)</b>	<b>(1,145.5)</b>	<b>13.4%</b>	<b>(1,215.2)</b>	<b>6.9%</b>	<b>(643.5)</b>	<b>(636.3)</b>	<b>1.1%</b>	<b>(651.9)</b>	<b>-1.3%</b>	<b>(132.9)</b>	<b>(844.1)</b>	<b>-84.3%</b>	<b>3.3</b>	n/a	<b>(2,075.3)</b>	<b>(2,625.9)</b>	<b>-21.0%</b>	<b>(1,863.7)</b>	<b>11.4%</b>	
<b>Total costs</b>	<b>(899.2)</b>	<b>(843.0)</b>	<b>6.7%</b>	<b>(890.8)</b>	<b>0.9%</b>	<b>(587.8)</b>	<b>(541.3)</b>	<b>8.6%</b>	<b>(577.1)</b>	<b>1.9%</b>	-	<b>(727.8)</b>	n/a	-	n/a	<b>(1,487.0)</b>	<b>(2,112.1)</b>	<b>-29.6%</b>	<b>(1,467.8)</b>	<b>1.3%</b>	
Cost of service rendered	(761.9)	(718.1)	6.1%	(756.5)	0.7%	(491.3)	(444.5)	10.5%	(480.5)	2.2%	-	(682.3)	n/a	-	n/a	(1,253.2)	(1,844.9)	-32.1%	(1,237.0)	1.3%	
Depreciation and amortization	(137.3)	(124.9)	9.9%	(134.3)	2.2%	(96.5)	(96.8)	-0.3%	(96.6)	-0.1%	-	(45.5)	n/a	-	n/a	(233.8)	(267.2)	-12.5%	(230.8)	1.3%	
<b>Gross income</b>	<b>778.1</b>	<b>530.0</b>	<b>46.8%</b>	<b>727.9</b>	<b>6.9%</b>	<b>488.9</b>	<b>420.5</b>	<b>16.3%</b>	<b>440.9</b>	<b>10.9%</b>	-	<b>78.9</b>	n/a	-	n/a	<b>1,267.0</b>	<b>1,029.4</b>	<b>23.1%</b>	<b>1,168.9</b>	<b>8.4%</b>	
<b>Operating expenses</b>	<b>(399.7)</b>	<b>(302.5)</b>	<b>32.1%</b>	<b>(324.4)</b>	<b>23.2%</b>	<b>(55.7)</b>	<b>(95.0)</b>	<b>-41.4%</b>	<b>(74.8)</b>	<b>-25.5%</b>	<b>(132.9)</b>	<b>(116.3)</b>	<b>14.3%</b>	<b>3.3</b>	n/a	<b>(588.3)</b>	<b>(513.8)</b>	<b>14.5%</b>	<b>(395.9)</b>	<b>48.6%</b>	
Personnel	(246.7)	(190.1)	29.8%	(237.5)	3.9%	(28.2)	(23.1)	22.1%	(22.4)	25.9%	-	(36.9)	n/a	-	n/a	(274.9)	(250.1)	9.9%	(259.9)	5.8%	
General and administratives	(65.8)	(63.6)	3.5%	(68.5)	-3.9%	(6.4)	(5.2)	23.1%	(6.2)	3.2%	(1.1)	(32.5)	-96.6%	(1.0)	10.0%	(73.3)	(101.3)	-27.6%	(75.7)	-3.2%	
Sales and Marketing expenses	(36.1)	(10.4)	247.1%	(28.6)	26.2%	-	(0.1)	n/a	-	n/a	-	(42.2)	n/a	-	n/a	(36.1)	(52.7)	-31.5%	(28.6)	26.2%	
Other operating (Expenses) income, net	(49.2)	(35.8)	37.4%	12.1	n/a	(20.8)	(66.2)	-68.6%	(45.8)	-54.6%	(131.8)	(1.0)	n/a	4.3	n/a	(201.8)	(103.0)	95.9%	(29.4)	586.4%	
Depreciation and amortization	(1.9)	(2.6)	-26.9%	(1.9)	0.0%	(0.3)	(0.4)	-25.0%	(0.4)	-25.0%	-	(3.7)	n/a	-	n/a	(2.2)	(6.7)	-67.2%	(2.3)	-4.3%	
<b>Operating income</b>	<b>378.4</b>	<b>227.5</b>	<b>66.3%</b>	<b>403.5</b>	<b>-6.2%</b>	<b>433.2</b>	<b>325.5</b>	<b>33.1%</b>	<b>366.1</b>	<b>18.3%</b>	<b>(132.9)</b>	<b>(37.4)</b>	<b>255.3%</b>	<b>3.3</b>	n/a	<b>678.7</b>	<b>515.6</b>	<b>31.6%</b>	<b>773.0</b>	<b>-12.2%</b>	
EBITDA	517.6	355.0	45.8%	539.7	-4.1%	530.0	422.7	25.4%	463.1	14.4%	(132.9)	11.8	n/a	3.3	n/a	914.7	789.5	15.9%	1,006.1	-9.1%	
<i>EBITDA Margin</i>	<i>30.9%</i>	<i>25.9%</i>	<i>5.0pp</i>	<i>33.3%</i>	<i>-2.5pp</i>	<i>49.2%</i>	<i>43.9%</i>	<i>5.3pp</i>	<i>45.5%</i>	<i>3.7pp</i>	<i>n/a</i>	<i>1.5%</i>	<i>n/a</i>	<i>n/a</i>	<i>n/a</i>	<i>33.2%</i>	<i>25.1%</i>	<i>8.1pp</i>	<i>38.2%</i>	<i>-4.9pp</i>	
<b>Financial income</b>	<b>(105.9)</b>	<b>(60.2)</b>	<b>75.9%</b>	<b>(122.8)</b>	<b>-13.8%</b>	<b>16.4</b>	<b>21.0</b>	<b>-21.9%</b>	<b>27.4</b>	<b>-40.1%</b>	<b>(7.5)</b>	<b>(22.1)</b>	<b>-66.1%</b>	<b>(9.0)</b>	<b>-16.7%</b>	<b>(97.0)</b>	<b>(61.3)</b>	<b>58.2%</b>	<b>(104.4)</b>	<b>-7.1%</b>	
Financial revenue	141.7	84.4	67.9%	48.8	190.4%	22.2	21.7	2.3%	29.2	-24.0%	10.6	0.6	n/a	12.1	-12.4%	174.5	106.7	63.5%	90.1	93.7%	
Financial expenses	(506.5)	(251.9)	101.1%	(430.8)	17.6%	(5.8)	(0.7)	728.6%	(1.8)	222.2%	(18.1)	(22.7)	-20.3%	(21.1)	-14.2%	(530.4)	(275.3)	92.7%	(453.7)	16.9%	
Acquisition of receivables, net	272.1	113.5	139.7%	277.6	-2.0%	-	-	n/a	-	n/a	-	-	n/a	-	n/a	272.1	113.5	139.7%	277.6	-2.0%	
Net exchange variation	(13.2)	(6.2)	112.9%	(18.4)	-28.3%	-	-	n/a	-	n/a	-	-	n/a	-	n/a	(13.2)	(6.2)	112.9%	(18.4)	-28.3%	
Income before income tax and social contribution	272.5	167.3	62.9%	280.7	-2.9%	449.6	346.5	29.8%	393.5	14.3%	(140.4)	(59.5)	136.0%	(5.7)	n/a	581.7	454.3	28.0%	668.6	-13.0%	
<b>Income tax and social contribution</b>	<b>(10.9)</b>	<b>51.3</b>	n/a	<b>(35.1)</b>	n/a	<b>(154.2)</b>	<b>(119.4)</b>	<b>29.1%</b>	<b>(133.9)</b>	<b>15.2%</b>	-	<b>18.8</b>	n/a	-	n/a	<b>(165.1)</b>	<b>(49.3)</b>	<b>234.9%</b>	<b>(169.0)</b>	<b>-2.3%</b>	
Current	(26.2)	60.3	n/a	(21.8)	20.2%	(141.1)	(134.1)	5.2%	(137.6)	2.5%	-	(15.9)	n/a	-	n/a	(167.3)	(89.7)	86.5%	(159.4)	5.0%	
Deferred	15.3	(9.0)	n/a	(13.3)	n/a	(13.1)	14.7	n/a	3.7	n/a	-	34.7	n/a	-	n/a	2.2	40.4	-94.6%	(9.6)	n/a	
<b>Net result</b>	<b>261.6</b>	<b>218.6</b>	<b>19.7%</b>	<b>245.6</b>	<b>6.5%</b>	<b>295.4</b>	<b>227.1</b>	<b>30.1%</b>	<b>259.6</b>	<b>13.8%</b>	<b>(140.4)</b>	<b>(40.7)</b>	<b>245.0%</b>	<b>(5.7)</b>	n/a	<b>416.6</b>	<b>405.0</b>	<b>2.9%</b>	<b>499.6</b>	<b>-16.6%</b>	
<i>Net margin</i>	<i>15.6%</i>	<i>15.9%</i>	<i>-0.3pp</i>	<i>15.2%</i>	<i>0.4pp</i>	<i>27.4%</i>	<i>23.6%</i>	<i>3.8pp</i>	<i>25.5%</i>	<i>1.9pp</i>	<i>n/a</i>	<i>-5.0%</i>	<i>n/a</i>	<i>n/a</i>	<i>n/a</i>	<i>15.1%</i>	<i>12.9%</i>	<i>2.2pp</i>	<i>18.9%</i>	<i>-3.8pp</i>	
<b>Attributed to Cielo</b>	<b>261.6</b>	<b>218.6</b>	<b>19.7%</b>	<b>245.6</b>	<b>6.5%</b>	<b>206.8</b>	<b>159.0</b>	<b>30.1%</b>	<b>181.7</b>	<b>13.8%</b>	<b>(140.4)</b>	<b>(40.7)</b>	<b>245.0%</b>	<b>(5.7)</b>	n/a	<b>328.0</b>	<b>336.9</b>	<b>-2.6%</b>	<b>421.7</b>	<b>-22.2%</b>	
Attributed to non Cielo interest	-	-	n/a	-	n/a	88.6	68.1	30.1%	77.9	13.7%	-	-	n/a	-	n/a	88.6	68.1	30.1%	77.9	13.7%	



## 4Q22 Conference Calls

Date: Friday, 01/27/2023

In Portuguese

(Simultaneous translation into English)

Time: 11:30 a.m. (Brasilia)

Phone: +55 11 3181-8565

+55 11 4090-1621

Password: CIELO

In English

Time: 10:30 a.m. (EDT)

Phone: +1 844-204-8942

+55 11 4090-1621

Password: CIELO

## Ticker CIEL3

R\$ 5.24

Market value

R\$ 14.2 billion

Earnings per share

R\$ 0.12

P/E

9.07x

*Information current as of December 29, 2022*

## Contacts

Email: [ri@cielo.com.br](mailto:ri@cielo.com.br)

Phone: +55 (11) 2596-8453

Site: [ri.cielo.com.br](http://ri.cielo.com.br)